

Message Text

UNCLASSIFIED

PAGE 01 TAIPEI 07150 011031Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----018016 011034Z /15
R 010020 DEC 77
FM AMEMBASSY TAIPEI
TO USDOC WASHDC
INFO SECSTATE WASHDC 5674

UNCLAS TAIPEI 7150

FOR BIC/OIM/EA-KELLY

E.O. 11652:N/A
TAGS: BEXP, TW
SUBJECT: EIPT EXHIBITION - STATUS REPORT

REF: TAIPEI 6458, 6607, 6634, 6990

1. THE FOLLOWING ARE COMPLETE PAS SIGNED IN TTC FOR
SUBJECT SHOW:

- 1) TRANSGRADED INDUSTRIES CO. (NTM); FIVE FIRMS - REFTEL 6458
- 2) HEIGHTEN TRADING CO., LTD. (OTM); TWO FIRMS - REFTEL 6607
- 3) NANCO ELECTRONICS SUPPLY, LTD. (TM); THREE FIRMS - REFTEL 6634
- 4) TAI TRADING CO., LTD. (NTM); THREE FIRMS - REFTEL 6990
- 5) LIGHTING ELECTRIC CO., (NTM); FOUR - FIRMS - REFTEL 6990
- 6) COOPERATIVE C.L. ENTERPRISE CO.
REPRESENTING: 1) NANOMETRICS INCORPORATED (NTM)
1030 WEST MAUDE AVEUNE, S-502
SUNNYVALE, CALIF. 94086

JUSTIFICATION: AGENCY AGREEMENT IS UNDER NEGOTIATION.
SHOULD BE COMPLETED JUST PRIOR TO OR
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DURING EXHIBITION.

- 2) GAERTNER SCIENTIFIC CORP. (OTM)
1201 WRIGHTWOOD AVE. CHICAGO, IL 60614
TEL. 312-281-5335
- 7) HEWLETT-PACKARD, TAIWAN (OTM)

8) UNIVERSAL TRADING CORP. (NTM)

REPRESENTING: JOHN FLUKE MFG. CO., INC.

9028 EVERGREEN WAY, EVERETT, WA 98204

JUSTIFICATION: J-F WAS REPRESENTED BY HEIGHTEN TRADING CO., TAIPEI FOR TWO YEARS BEFORE REPRESENTATION WAS CONSIDERED BY UNIVERSAL TRADING CORP. AGENCY AGREEMENT NEGOTIATIONS WITH UTC WAS STARTED IN 1976. INITIAL INVENTORY SHIPMENT TO UTC ARRIVED DURING JUNE 1976. SALES EFFORTS WERE INITIATED SHORTLY AFTER ARRIVAL OF INVENTORY. PRODUCT LINES OF J-F HAVE NOT BEEN SUCCESSFULLY MARKED IN THE ROC. UTC DESIRES PARENT COMPANY TO SEND REPRESENTATIVE AND NEW PRODUCT LINES FOR TRAINING AND SALES ASSISTANCE DURING SUBJECT EVENT. SALES EFFORTS FOR J-F PRODUCTS INITIATED FOLLOWING JUNE 1977, THEREFORE, PARTICIPANT IS NTM.

9) KONG KING TRADING TAIWAN LTD. (NTM)

REPRESENTING: 1) TULON, INC. (NTM)

15209 SOUTH BROADWAY, GARDENA, CA 90248

2) EXCELLON AUTOMATION (TM)

23915 GARNIER STREET, TORRANCE, CA 90509

3) COLIGHT PHOTOMECHANICAL

PRODUCTS, INC. (NTM)

820 DECATUR AVE. NO. MINNEAPOLIS, MN 55427

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4) THIOKOL/DYNACHEM CORP. (NTM)

P.O. BOX 12047, SANTA ANA, CA 92680

JUSTIFICATION: KONG KING TRADING TAIWAN LTD. IS A NEW CHINESE FIRM, INCORPORATED TO SELL IN THE ROC, JULY 1977. SALES AGREEMENTS TO REPRESENT TULON, EXCELLON, COLIGHT AND THIOKOL/DYNACHEM ALL SIGNED SINCE JULY 1977.

10) DU PONT FAR EAST INC. TAIWAN (OTM)

11) TERADYNE, INC. (NTM)

183 ESSEX STREET, BOSTON, MASS. 02111

TEL. 617-482-2700

JUSTIFICATION: TERADYNE, INC. RECEIVED LICENSE TO SELL FIRM'S PRODUCTS IN THE ROC DURING SEPTEMBER 1977. PRODUCTS HAVE NOT BEEN SUCCESSFULLY MARKETING IN TAIWAN PRIOR TO SEPTEMBER. TERADYNE IS NTM.

12) V-DAH TRADING CO. LTD. (OTM)

REPRESENTING: WAVETEK INDIANA INC.

P.O. BOX 190

66 NORTH FIRST AVE. BEECH GROVE, INDIANA 46107

2. TTC HAS TWO MORE INCOMPLETE PAS IN HAND.
DECISIONS ON TOTAL NUMBER OF AMERICAN PARTICIPANTS BEING
FINALIZED. WILL FORWARD PAS AND SF 459'S SOONEST.
UNGER

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

Automatic Decaptioning: X
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
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TAGS: BEXP, TW
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